	1991	1992	%Δ
CHANGE IN FUND BALANCE	**-38,670.20**	**-41,459.00**	7%
GRAND TOTAL INCOME	**718,238.08**	**746,361.00**	4%
TOTAL PRODUCT INCOME	*710,755.58*	*738,861.00*	4%
Subscriptions Earned Income	414,679.75	449,661.00	8%
Total Change in Sub Liability	56,300.70	-48,000.00	-185%
Sales - Total All Subs	362,479.51	501,161.00	38%
Sales - Total Sub Postage	0.00	17,400.00	#DIV/0!
Sales - Total Newsstand	176,133.32	176,000.00	0%
Sales - Alternative Newsstand	101,381.43	101,000.00	0%
Sales - Warner Newsstand	74,751.89	75,000.00	0%
Sales - Total Back Issues	15,851.36	16,000.00	1%
Sales - Total Books	22,295.79	22,000.00	-1%
Sales - Total Ancillary Prods	3,511.82	5,000.00	42%
Sales - Unclassifieds	8,551.97	9,000.00	5%
Sales - Mailing List	19,346.00	26,800.00	39%
Total Individual Contribs	14,424.81	15,000.00	4%
Column Income	25,300.00	0.00	-100%
Post Hosties Income	576.62	0.00	-100%
Sales - Reprint Rights	0.00	0.00	#DIV/0!
Royalties - WER Misc	1,838.14	2,000.00	9%
Royalties - Cybervideo	1,050.00	0.00	-100%
Total Income - HNH	7,196.00	0.00	-100%
Total Income - Book XXX	0.00	0.00	#DIV/0!
TOTAL CORPORATE INCOME	*7,482.50*	*7,500.00*	0%
Interest Income	6,050.50	2,000.00	-67%
Total Misc Income	1,432.00	1,500.00	5%
Contribs Corporate/In-Kind	0.00	0.00	#DIV/0!
WELL Repay Expenses	0.00	4,000.00	#DIV/0!

	1991	1992	%Δ
GRAND TOTAL EXPENSE	**756,908.28**	**787,820.00**	4%
TOTAL PRODUCT EXPENSE	*526,286.66*	*523,430.00*	-1%
Sub Fulf Total Expense	33,094.58	29,620.00	-10%
Newsstand Total Expense	24,538.69	21,760.00	-11%
Mailing List Total Expense	2,352.44	9,300.00	295%
WER Total Editorial Expense	134,602.74	140,900.00	5%
WER Editorial Payroll	103,802.83	109,200.00	5%
WER Total Contributors	27,345.00	28,000.00	2%
WER Total Other Editorial Exp	3,454.91	3,700.00	7%
WER Total Production Expense	169,362.35	169,150.00	0%
WER Production Payroll	42,064.50	42,000.00	0%
WER Printing the Magazine	95,986.26	96,000.00	0%
WER Pre-Press Expense	19,189.94	19,000.00	-1%
WER Total Other Productn Exp	12,121.65	12,150.00	0%
Total Fulf Dept Expense	31,119.29	32,700.00	5%
Fulf Dept Payroll	28,639.99	29,700.00	4%
Fulf Dept Total Other Expense	2,479.30	3,000.00	21%
Back Issue Total Expense	0.00	0.00	#DIV/0!
Books Total Expense	15,145.03	14,500.00	-4%
Ancillary Prod Total Expense	2,647.74	4,300.00	62%
Total Circ Promo Expense	82,794.00	101,200.00	22%
Circ/Promo Payroll	24,337.25	28,700.00	18%
Circ/Promo Prod Payroll	0.00	4,000.00	#DIV/0!
WER Renewal Expenses	13,133.35	19,000.00	45%
WER Billing Expenses	4,216.78	7,000.00	66%
Circ/Promo New Sub Expense	33,593.39	33,000.00	-2%
Circ/Promo Other Promo Exp	33.93	0.00	-100%
Circ/Promo Misc PR Expense	0.00	0.00	#DIV/0!
Circ/Promo BRE & PO Box Expense	4,453.00	5,000.00	12%
Credit Card Discount	3,026.30	3,500.00	16%
Circ/Promo Total Other Exp	0.00	1,000.00	#DIV/0!
Individual Contribs Expense	0.00	0.00	#DIV/0!
Column Total Expense	19,735.00	0.00	-100%
CyberVideo Expense	545.37	0.00	-100%
HNH Total Expense	10,349.43	0.00	-100%
Book XXX Total Expense	0.00	0.00	#DIV/0!
TOTAL CORPORATE EXPENSES	*230,621.62*	*264,390.00*	15%
Corporate/Office Payroll	83,910.22	100,000.00	19%
Corporate Production Payroll	0.00	500.00	#DIV/0!
Pre-Project Total Expense	5,087.89	0.00	-100%
Fundraising Total Expense	0.00	0.00	#DIV/0!
Depreciation	11,275.92	12,000.00	6%
Rent	44,912.75	47,140.00	5%
Maintenance & Utilities	6,353.81	6,500.00	2%
Telephone	6,729.15	7,000.00	4%
Office Postage	9,519.25	9,000.00	-5%
Workers Comp & Payroll Taxes	30,320.67	34,500.00	14%
Insurance & Taxes	3,607.78	3,700.00	3%
Employee Benefits Expense	16,330.40	22,500.00	38%
Employee Bonuses	0.00	1,000.00	#DIV/0!
Corporate Supplies & Equip	4,730.61	9,000.00	90%
Corporate Admin Expense	1,919.23	3,300.00	72%
Other Corporate Expense	5,923.94	8,250.00	39%